

Message Text

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15

ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /014 W

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P R 241600Z SEP 74

FM AMEMBASSY STOCKHOLM

TO USDOC WASHDC PRIORITY

SECSTATE WASHDC 2970

AMEMBASSY COPENHAGEN

AMEMBASSY HELSINKI

AMEMBASSY OSLO

UNCLAS STOCKHOLM 4253

FOR BIC/OIM/CAYA

E.O. 11652: N/A

TAGS: BEXP, SW

SUBJECT: COMMERCIAL PROGRAM: SCANBUILD III - PROCUREMENT

1. STC HAS BEEN ADVISED BY LETTER AND TELEPHONE THAT FOUR ADDITIONAL COMPANIES WILL BE REPRESENTED IN THE STOCKHOLM EXHIBITION BY TWO EMC'S. NO DETAILS OR CATALOGS ARE AVAILABLE AT STC AND REPFIND EFFORTS ARE AT PRESENT IN HIGH GEAR.

2. WILLIAM SINGER, PARIS REPRESENTATIVE OF BALLAGH AND THRALL HAS ADVISED THAT MASTER DISPOSER, A MANUFACTURER OF INDUSTRIAL WASTE DISPOSER EQUIPMENT AND DOWNS CARPET CO. A MANUFACTURER OF INDUSTRIAL CARPETING WILL ALSO BE REPRESENTED IN THE BALLAGH AND THRALL BOOTH. PLEASE CONTACT PAUL MARSHALL ON AN URGENT BASIS B&T IN PHILADELPHIA AND REQUEST AN EXPEDITED DELIVERY OF CATALOGS, MDF'S AND RELATED MATERIALS TO ASSIST REPFIND EFFORTS.

3. A LETTER FROM MR. JEREMY J. FITZ-PATRICK, V.P., VIRGINIA EXPORT MANAGEMENT ASSOCIATES, TELEPHONE (804) 596-6331 ADVISES THAT HIS ORGANIZATION WILL BE PARTICIPATING IN THE EXHIBITION ON BEHALF OF ANDERSON CORPORATION; MORGAN MILLWORK COMPANY; HOMECRAFT CORP.

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AND D.G. SHELTER COMPANY. NO PREVIOUS CORRESPONDENCE

OR INDICATION OF THIS COMPANY'S PARTICIPATION HAS BEEN
ROUTED TO STOCKHOLM. PLEASE ADVISE FITZ-PATRICK THAT
NONE OF HIS COMPANIES WILL APPEAR IN THE CATALOG
(6 PAGER) AND THAT CATALOGS ARE NEEDED EFFECTIVELY TO
FIND REPRESENTATIVES OR STOCKING DISTRIBUTORS. STC IS
PREPARING AN ADDENDUM TO ITS REFFIND LETTER TO ASSIST IN
SUCH EFFORTS BUT CATALOGS AND RELATED INFORMATION ARE URGENTLY
NEEDED. STRAUZ-HUPE

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NNN

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